



# **ARMY CONTRACTING AGENCY (ACA)**

## **NEWLETTER**

**“ARMY CONTRACTING AGENCY GOES PROVISIONAL 1 MAY 2002”**

Volume 1, Issue 1

May 2002

### **How We Began**

In January 2002, the Army began its mission to establish the US Army Contracting Agency (ACA) when representatives from installation contracting and information technology met to draft the ACA Concept Plan and Implementation Plan. Their documents provide insight into the vision and scope of this new organization as it aligns with the new Installation Management Agency (IMA), Network Enterprise Technology Command (NETCOM) and other customers. On April 4, 2002, the Honorable Claude M. Bolton, Jr., Assistant Secretary of the Army for Acquisition, Logistics and Technology, designated Mark J. Lumer as Acting Director of the ACA. As Acting Director, Mr. Lumer is responsible for the organization and daily management of the mission, goals and objectives of the ACA Headquarters and subordinate organizations worldwide. Mark Lumer appointed Ms. Suellen Jeffress as the ACA Acting Deputy Director, COL Bryon Young, Chief of Staff, and Ms. Sandy Sieber, Acting Director of Information Technology and Electronic Commerce Contracting Center (ITEC4).

### **Vision of ACA - Mark J. Lumer, ACA Acting Director**

The ACA vision is to lead the Army in efficient and effective contracting. The goal is to get a better bang for the invested dollars. We will be a customer support focused organization with a heavy emphasis on innovation. Our strategic objective is to work smarter not harder and to provide the Army with a substantial return of its investment with us.



### **Message from Mark J. Lumer**

Dramatic changes have occurred within federal contracting during the 27 years I've been working for the Army. I want to share with you my thoughts on the birth of our new organization, the Army Contracting Agency (ACA). We are a Command with over 2,000 civilians and soldiers, spread across the world. Our mission is fairly simple- get a better bang for our taxpayer dollars. With a continuous trend of shrinking resources, we have an obligation to buy better quality services and supplies for our soldiers. We will be more creative and innovative in the way we conduct business; we will use all the tools in our procurement toolbox at the appropriate time. With state of the art communications, computer equipment and an exceptionally trained workforce, the ACA will be a high quality business management organization with metrics that will be second to none. We will eliminate redundant and duplicative contracting capabilities, and focus our efforts on being a value-added, customer oriented unit. We will expand our efforts into benchmarking successful organizations, strategic planning, market research, electronic commerce and rewarding exceptionally performing contractors with more government business through award term contracting, Master Contracts and other tools. Here are some of my thoughts and I'd appreciate your feedback on them.

1. Your job is not necessarily writing or administering contracts; your job is providing customer support, even if that involves grants, or other transactions.
2. Innovation and creativity are important parts of your job.
3. The FAR, DFARS and AFARS are flexible documents; unless an action is prohibited, we can do it (and will).
4. Acquisition Excellence is not a buzzword or goal- it is an inherent part of your job duties.
5. The small business community will and must play a major role in satisfying our requirements. We will find ways to exceed all socio-economic goals set for us.

This is an unprecedented time to be involved in the contracting arena, and your thoughts, inquiries and suggestions are important to me and the rest of the ACA leadership team. I invite you to contact the POCs identified in this issue.

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## Biography – Mark J. Lumer

Mark J. Lumer is the Principal Assistant Responsible for Contracting for the U.S. Army Space and Missile Defense Command (SMDC), with offices in Washington, DC; Huntsville, Alabama; Colorado Springs, Colorado; and Kwajalein Missile Range in the Marshall Islands. As the Director of Contracts, he oversees over \$10 billion in active contracts, annual expenditures of about \$1.5 billion, and a staff of approximately 80. In addition to being the SMDC PARC, Mark Lumer is serving as the Acting Director of the Army Contracting Agency (ACA). Mr. Lumer is a member of the Senior Executive Service and the Army Acquisition Corps, with Level III certifications in both Contracting and Program Management. Before working for the SMDC, Mr. Lumer held several positions, including Acting Director Army Procurement Policy in the office of the Assistant Secretary of the Army (Research, Development, and Acquisition) and a four-year term as Army Policy Representative on the DAR Council. At the US Army Communications – Electronics Command (CECOM) in Ft. Monmouth, NJ, he served for two years as the Command Ombudsman, three years as its Chief of Compliance, and as a contracting officer for several major weapons systems. In his ten years as a contracting officer, he never lost a protest while obligating over \$1 billion. Throughout his career, Mr. Lumer has received many awards for his contracting, civic, socio-economic, and leadership contributions. His most recent awards include the Presidential Meritorious Rank Award from President George W. Bush, Vice-President Al Gore's Hammer Awards for efficiency and streamlining the procurement process, and several awards from the Secretary of the Army, including the Decoration for Exceptional Civilian Service and the Army Excellence in Contracting Award for procurement support to the warfighters in Kosovo. In June 1999, the Secretary of Defense awarded Mr. Lumer's staff a Teamworking Excellence award for their handling of the Small Business Innovative Research (SBIR) Program. Mr. Lumer's leadership has helped SMDC to achieve and maintain its status as one of the leading contracting offices in the Army. From 1995-2001, Mr. Lumer's contracting offices were rated as the most efficient in the Army, receiving several awards from the Secretary of the Army. In August 1998, SMDC became the first contracting command in the Department of Defense to

achieve full operational capability with the Standard Procurement System (SPS), DoD's paperless acquisition process. In addition, Mr. Lumer has helped the SMDC to maintain its excellent 44-year winning protest record, and the command has received only one GAO protest since FY 96. The Command has exceeded all of its annual socio-economic goals in four out of the last six years, and is a leader in awards to small and women-owned businesses, and disabled U.S. veteran owned businesses. SMDC Contracting received the National Institute of Severely Handicapped (NISH) President's Award for its innovative use of contracting techniques that substantially increased job opportunities for handicapped individuals at a test facility in White Sands, New Mexico, and in May 2000, Senator Kit Bond and the Small Business Administration recognized Mr. Lumer for his exceptional support of HUBZONE companies. He is a nationally known expert and author in the field of government contracting and has received many awards for his work. Other national honors include listings in several editions of Who's Who, an appointment from the Governor of Kentucky, recognition in Federal Computer Week, and several service and association commendations. Mr. Lumer holds BA and MBA degrees, and attended Albany Law School. He is a 1993 graduate of the Industrial College of the Armed Forces, a Certified Associate Contracts Manager, NCMA Fellow, and holder of many NCMA offices. Mark Lumer is also an author, teacher, member of MENSAs, community leader, lecturer, speaker, husband, and father.

## Suellen Jeffress, ACA Acting Deputy Director

This is an exciting time to be in Army Contracting and a rare opportunity to be part of a new organization that will place a fresh focus on installation-level and information technology contracting. For additional information regarding what the ACA is and how it will work, I invite you to take a look at the Concept Plan, which will be posted to the website at [aca.saalt.army.mil](http://aca.saalt.army.mil). After reading the plan, you may contact us with your questions, comments, and suggestions at any one of the points of contact mentioned below. We are here to serve you.



## Biography – Suellen Jeffress

Suellen Jeffress is a Procurement Analyst at the Office of the Assistant Secretary of the Army (Acquisition, Logistics and Technology). Currently, Ms. Jeffress is acting in the capacity as Deputy Director of the U.S. Army Contracting Agency (ACA), responsible for establishing the ACA with over \$5.5B in annual obligations and over 2,000 military and civilian personnel. The ACA provides base operations contracting support for all training and warfighter Army installations worldwide, and supports the creation of a Network Enterprise Technology Command (NETCOM). From 1996 until 2001, Ms. Jeffress served as the Director, Systems Support, OASA(ALT), responsible for procurement oversight of Army Acquisition Category I-IV major and non-major weapons and automated data processing systems. Suellen Jeffress began her career with the U.S. Government in 1979 as a DARCOM Procurement Intern and Contract Specialist at the U.S. Army Tank-Automotive Command, Warren, MI. This assignment included experience in major weapons systems acquisition in the Bradley Fighting Vehicle Systems Program Manager's Office. In addition, Ms. Jeffress' background experiences include establishing the Army's Past Performance Information Management System; Team Leader of the Contracting and Acquisition career field proponent mission in support of 10,000 civilians Army-wide; establishing the Contracting and Acquisition Career Program; developing policies and procedures for implementing the Defense Acquisition Workforce Improvement Act; Team Leader of the Office of the Deputy Assistant Secretary of the Army for Procurement, Procurement Management Review (PMR) Team, which conducted assessments of Army Offices of the Principal Assistant Responsible for Contracting and installation contracting offices worldwide; oversight for over 100 major electronic weapons systems programs, HQ Air Force Systems Command, Andrews Air Force Base, MD.; and contract administration in support of a \$650M automated data processing contract in the Vertical Installation Automation Baseline Project Manager's Office, U.S. Army Computer Systems Command, Fort Belvoir, VA. Ms. Jeffress holds a Bachelors Degree from Grove City College in Pennsylvania and MBA in Procurement and Contracting from George Washington University. In addition, Suellen Jeffress attended Darden Graduate School at the University of Virginia; Harvard University Program for Senior Executives; Federal Executive Institute; and Industrial College of the Armed Forces at the National Defense University, Fort, McNair, Washington, D.C.

Ms. Jeffress is a member of the Army Acquisition Corps, holds a DoD Level III Certification in Contracting and Program Management, and is a Certified Professional Contracts Manager (CPCM) with the National Contract Management Association (NCMA).

## COL Bryon Young, ACA Chief of Staff

This is a dynamic and challenging time for Army Contracting. We are in the midst of a major transformation of the Army and a major transformation of the Army's critical support functions. Contracting is one of those support functions that is being transformed.



It is a significant challenge as we simultaneously restructure our organizations, fundamentally alter our resource allocations and seek to do so while providing seamless support for our customers. This is no small task and will require greater dedication and commitment than ever before. It is important to remember that our goal is not just to restructure and reorganize. It is to restructure so that we can more effectively support our customers. We will do this, by aligning our organization with the Army-wide Installation Management Agency (IMA) and the Army's new Network Command – NETCOM; and in part by leveraging economies of scale from a larger business base. Our goal remains the same - dedication to our customers - outstanding support to the Warfighter!

## Biography – COL Bryon Young

Colonel Bryon J. Young was commissioned as a Regular Army Second Lieutenant on 10 May 1976. He graduated from the University of Delaware, Newark, Delaware where he received a Bachelor of Arts Degree. His highest academic degree is a Master of Science in Business Administration, which he received from Boston University in 1981. Colonel Young assumed his current duties as the Director for Contracting on the Army Staff in August 2001. In this capacity he has responsibility for managing and providing direction for procurement functions within the Army. These responsibilities include oversight and supervision of the Army's adoption of electronic procurement systems. Colonel Young's military education includes the U.S. Army War College, U.S. Army Command and General Staff College, the Defense Systems Management College – Program Manager's Course and Executive Program Manager's Course, Air Defense Artillery Advanced Course, and Transportation Officer's Basic Course. He is certified at Level III in the Army Acquisition

Corps. Colonel Young's key assignments include Commander, DCMA Raytheon; Commander, DCMC Chicago-Milwaukee; Chief Procurement Division, DPSC-Europe, Germany; Team Chief, U.S. Army Missile Command, Redstone Arsenal, AL; Operations Officer, 1<sup>st</sup> Bn 3<sup>rd</sup> Air Defense Artillery, 101<sup>st</sup> Airborne Division (AASLT), Ft. Campbell, KY; Assistant Professor of Military Science, Princeton University, Princeton, NJ; Headquarters Battery Commander, 2<sup>nd</sup> Bn 60<sup>th</sup> Air Defense Artillery(C/V), 32<sup>nd</sup> Army Air Defense Command, Ramstein Air Base, Germany; and Platoon Leader, 7<sup>th</sup> Transportation Bn, 1<sup>st</sup> Corps Support Command, XVIII ABN Corps, Ft. Bragg, NC. Colonel Young's awards and decorations include the Defense Superior Service Medal, Defense Meritorious Service Medal with Oak Leaf Cluster, Army Meritorious Service Medal with Oak Leaf Cluster, Army Commendation Medal with Oak Leaf Cluster, Army Achievement Medal, National Defense Service Medal, Army Service Ribbon, Overseas Service Ribbon, Joint Meritorious Unit Award, and the Air Assault Badge.

### **Sandy Sieber, Acting Director, ITEC4**

I am excited at the prospect of helping the Army streamline and modernize it's procurement processes through the establishment of the Army Contracting Agency, and my part of that, the Information Technology and Electronic



Commerce Contracting Center (ITEC4). We want to establish a first-rate organization to capitalize on economies of scale to be achieved with consolidated IT and commercial requirements, expand the use of e-commerce tools, and use our knowledge of the industry and related best practices to obtain the best products and services for the government. Our creation supports the establishment of the Network Enterprise Technology Command (NETCOM) under the Army CIO/G6. We will establish Army-wide ordering contract vehicles that installation contracting offices may use to place orders for their local requirements. I look forward to helping meet the Army's future IT and commercial requirements and working with all of you to make that happen smoothly.

### **Biography - Sandy Sieber**

Mrs. Sandra Sieber has been the Director, CECOM Acquisition Center-Washington, located in Alexandria, Virginia, since October 2000. She is responsible for a staff of approximately 70 involved primarily in all phases of contract award and administration of major information technology procurements valued at about \$1 billion annually. She was designated Acting Director in April 2002 to help form the new Agency. She previously served in many, varied, acquisition assignments. Mrs. Sieber began her acquisition career in 1977 with the Naval Air Systems Command as a contract specialist intern. She served in increasingly responsible positions from GS-5 through GS-13 in this command where she was responsible for many and varied multi-million dollar contracts. In 1984, Mrs. Sieber began work for the Department of the Army Inspector General (DAIG) in the Inspections Division. She was responsible for planning and conducting worldwide inspections in the area of acquisition and making recommendations that were presented to the Vice Chief of Staff of the Army. She was promoted to GS-14 in 1985, and continued to serve with DAIG until 1989. Mrs. Sieber assumed the position of supervisory contracting officer with the Naval Supply Systems Command in 1990. The contracts she managed included multi-million dollar competitive and sole source contracts. From 1991-1995, Mrs. Sieber was a procurement analyst with the U. S. Army Contracting Support Agency. She led and participated in worldwide procurement management reviews of Army contracting offices. These reviews resulted in comprehensive assessments and recommendations for improvement. Mrs. Sieber served as the Army Policy Member to the DAR Council for six months in 1995 on a temporary promotion to GS-15. From October 1995 to August 1999, Mrs. Sieber served as the Director of Contracting for the Defense Supply Service-Washington in the Pentagon where she was responsible for a staff of over 100 and contracting obligations of approximately \$1.7 billion annually. Mrs. Sieber received a Bachelor of Science Degree from the University of Massachusetts in 1969 and a Master of Public Administration Degree from George Washington University in 1981. She completed the OPM Executive Potential Program, the Federal Executive Institute Leadership for a Democratic Society, and the Defense Systems Management College Program



Management Course. She received a Master of Science in National Resource Strategy from the Industrial College of the Armed Forces in June 2000. She is an NCMA Certified Professional Contract Manager and Fellow and served as National Vice President for Marketing and National Secretary. She is Level III Certified in Contracting and is a member of the Army Acquisition Corps. Mrs. Sieber has received the Superior Civilian Service Award and the Commander's Award for Civilian Service. Mrs. Sieber is married to Charles Sieber, who is a member of the DOD Acquisition Corps, and has one married daughter.

**We want to thank the following individuals for their contributions to our first issue of the ACA Newsletter:**

Debra A. Dobbins  
Jan P. Burke  
Jan Shadowens  
Bruce Trimble  
Brian Davidson  
Elizabeth Ratliff

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